

# AOTO WATANABE

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## EXPERIENCE

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### ITOCHU CORPORATION

*Fortune Global 500 major multinational trading and investing company with 93 offices, 271 affiliated companies, 110,698 employees, and global annual revenue of \$100B USD (2022)*

***Business Development Manager, (Bangladesh)***  
***Business Development Associate, (Tokyo, Japan)***

Oct 2019- Present  
Apr 2016- Sep 2019

#### *Project Management & Team Leadership*

- Initiated the signing of the MOU in front of Prime Minister Sheikh Hasina for the first hydrogen co-firing gas power project in Bangladesh (\$1B USD) as project manager, leading the team of seventeen members
- Motivated three team members as a manager through patience and continuously persuading the client to obtain a new commercial vehicle contract with the Bangladesh Army even in a challenging market environment of limited client budget to expand our 2019 sales by 28% year over year (\$28M USD)
- Completed a power transmission line project (\$70M USD) as a commercial project manager for the tripartite Consortium by negotiating with the project donor Japan International Cooperation Agency to extend the lending tenure by the low-interest rate to meet the Bangladesh government's needs

#### *Financial Analysis & Modeling*

- Led the proposal preparation to solve the intermittent power outages suffered by citizens, emphasizing the added value of efficiency and output improvement by digitalized operation & maintenance service to the existing inefficient state-owned power plants
- Directed a 350-page proposal submission with 30 contributors, including a leading Japanese power utility and a Bangladeshi conglomerate, for a 700 MW gas-fired power plant project (\$1B USD) to the Secretary of the Power Division, the 3rd highest-ranking official in the Ministry, and convinced him to accept our proposal
- Administered the financial modeling analysis and arranged a \$500k USD subsidy from the Ministry of Economy, Trade and Industry of Japan for the feasibility study by leading a group of 30 members from 4 companies as a project manager for the gas-fired power plant (\$1B USD) in Bangladesh

#### *Project Development & Results Orientation*

- Acquired the Manager role for the Dhaka Liaison Office as the youngest manager among all the company's offices worldwide after obtaining the contract for a transmission line project (\$70M USD) in Bangladesh
- Persuaded the Bangladesh government, as the project manager, to utilize high-quality Japanese cable in the power transmission line project (\$70M USD), which became the company's first track record of success in Bangladesh
- Contracted with the client for a coal-fired power plant project in Indonesia (\$400M USD) as the bid submission manager carrying the export credit financing certificate secured from the Japan Bank for International Cooperation

## EDUCATION

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### KEIO UNIVERSITY

Tokyo, Japan

***Bachelor of Arts in Economics***

Mar 2016

- *Leadership*: President, Econometrics Research Seminar; Strategy and Analysis Division Head, Tennis Team
- *Achievement*: Supervised the Keio Challenger International Tennis Tournament 2013, the second-largest international tournament in Japan, as the Official Division Head and earned the top evaluation from the Association of Tennis Professionals

## ADDITIONAL QUALIFICATION

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- *Extracurricular*: Moderated the Spring Festival 2023 of the Japanese Association in Dhaka in front of an audience of 500+
- *International*: Captained the tennis team for The British Aid Guest House Association Club in Bangladesh and contributed to runner-up in the Inter-Club League in 2022; lived in UK (1999-2002) and Mexico (1995-1998)
- *Contribution*: Established a task force to start recruiting from top university tennis clubs, hired seven graduates
- *Membership*: JAPAN MENSA, top 2 percentile on intelligence quotient test (2015 – current)